

Seventh PEO/SYSCOM Commanders' Conference



Industry-Government Partnership

*From Polaris to Lunar Prospector
and Beyond*

Introduction



- **Industry-government partnership is not new**
 - **ICBM started as partnership with industry**
 - **Continued with strategic SLBM**

That is Who We Are – A Continuing Partnership

Introduction



- **Case Studies of Partnership in Action**
 - ICBM integration and support
 - FBM strategic targeting
 - From Polaris To Lunar Prospector and beyond
 - Tom Morton, Lockheed Martin:
Program Crisis – D5 EMD when the program blew up - literally
 - Ed O'Connor, Spaceport Florida Authority:
LC 46 – Three government-industry partners fitting needs and solutions together

Characteristics of Successful Partnerships



■ ***IS***

- Cooperative
- Long-term
- Win-win
- Complementary
- Informal
- Open communications

■ ***IS NOT***

- Adversarial
- Short-term
- Transactional
- Highly formal